21st TSC

Senior NCO Training Program

Bad Kissingen, Germany

27-30 August 2001

SIGNATOR FINANCIAL

NETWORK

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Signator Insurance Agency, Inc. an affiliate of John Hancock Life Insurance Company, Boston, MA
Signator Investors, Inc., Member NASD, SIPC
462 Plain Street, Marshfield MA 02050

OBJECTIVES

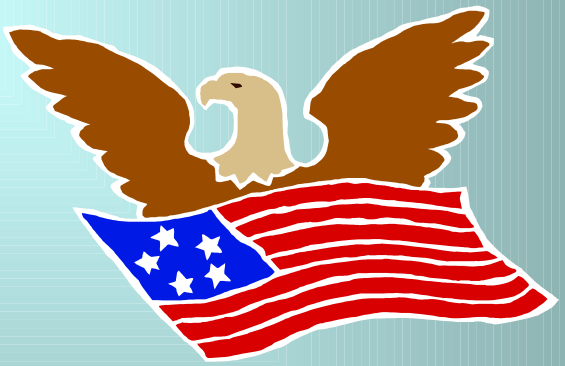
- BENEFITS
- OPTIONS
- ALTERNATIVES

BENEFITS

- SGLI
- DIC
- DEPENDENT LIFE INSURANCE
  - Starts 1 November 2001
- TSP

THRIFT SAVINGS PLAN

- ENROLLMENT OCTOBER 9, 2001 TO JANUARY 31, 2002
- 7 – 10 %
- BEFORE TAX
- IMMEDIATE VESTING
- TRANSFERABLE

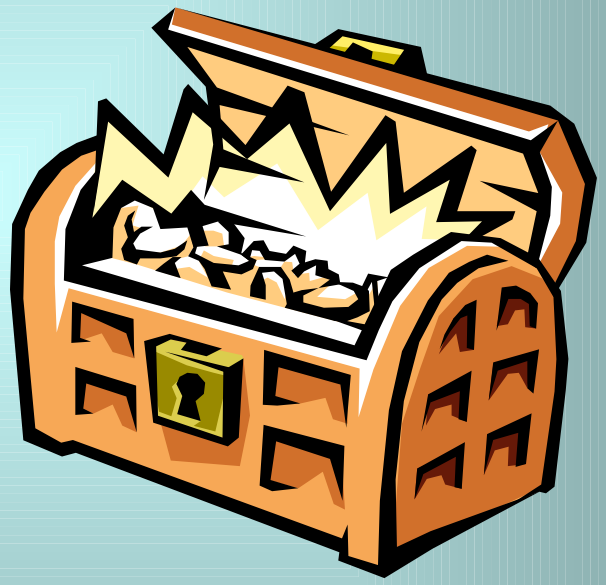


TYPES OF PAY INCLUDED

- BASIC
- SPECIAL
- BONUS
- INCENTIVE

TSP FUNDS

- C FUND
- F FUND
- G FUND
- SMALL CAP
- INTERNATIONAL



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OPTIONS

- VGLI
- SBP
- CONVERSION OF DEPENDENT LIFE
- TSP

VETERANS' GROUP LIFE INSURANCE COSTS
The Price of Growing Old

Age:	$250,000	$200,000	$150,000	$100,000
30 to 34	$27.50	$22.00	$16.50	$11.00
35 to 39	$35.00	$28.00	$21.00	$14.00
40 to 44	$55.00	$44.00	$33.00	$22.00
45 to 49	$80.00	$64.00	$48.00	$32.00
50 to 54	$130.00	$104.00	$78.00	$52.00

SGM Joe or Josephine Army

	Retired Pay	$ 2,255.10			
Member's Age	**Spouse's Age**	**Member's Retired Pay/Mo**	**Spouse's Benefit/Mo**	**Cost of SBP/Mo**	**Total Cost**
45	43	$ 2,255.10	$ 1,240.31	$ 146.58	$ 1,758.98
46	44	$ 2,322.75	$ 1,277.51	$ 150.98	$ 3,570.73
47	45	$ 2,392.44	$ 1,315.84	$ 155.51	$ 5,436.83
48	46	$ 2,464.21	$ 1,355.31	$ 160.17	$ 7,358.91
49	47	$ 2,538.13	$ 1,395.97	$ 164.98	$ 9,338.65
50	48	$ 2,614.28	$ 1,437.85	$ 169.93	$ 11,377.79
51	49	$ 2,692.71	$ 1,480.99	$ 175.03	$ 13,478.10
52	50	$ 2,773.49	$ 1,525.42	$ 180.28	$ 15,641.42
53	51	$ 2,856.69	$ 1,571.18	$ 185.69	$ 17,869.64
54	52	$ 2,942.39	$ 1,618.32	$ 191.26	$ 20,164.71
55	53	$ 3,030.67	$ 1,666.87	$ 196.99	$ 22,528.63
56	54	$ 3,121.59	$ 1,716.87	$ 202.90	$ 24,963.47
57	55	$ 3,215.23	$ 1,768.38	$ 208.99	$ 27,471.35
58	56	$ 3,311.69	$ 1,821.43	$ 215.26	$ 30,054.47
59	57	$ 3,411.04	$ 1,876.07	$ 221.72	$ 32,715.08
60	58	$ 3,513.37	$ 1,932.35	$ 228.37	$ 35,455.51
61	59	$ 3,618.77	$ 1,990.33	$ 235.22	$ 38,278.15
62	60	$ 3,727.34	$ 2,050.04	$ 242.28	$ 41,185.48
63	**61**	**$ 3,839.16**	**$ 2,111.54**	**$ 249.55**	**$ 44,180.02**
64	**62**	**$ 3,954.33**	**$ 1,384.02**	**$ 257.03**	**$ 47,264.40**
65	63	$ 4,072.96	$ 1,425.54	$ 264.74	$ 50,441.31

SGM Joe or Josephine Army

	Retired Pay	$ 2,255.10			
Member's Age	**Spouse's Age**	**Member's Retired Pay/Mo**	**Spouse's Benefit/Mo**	**Cost of SBP/Mo**	**Total Cost**
63	**61**	**$ 3,839.16**	**$ 2,111.54**	**$ 249.55**	**$ 44,180.02**
64	**62**	**$ 3,954.33**	**$ 1,384.02**	**$ 257.03**	**$ 47,264.40**
65	63	$ 4,072.96	$ 1,425.54	$ 264.74	$ 50,441.31
66	64	$ 4,195.15	$ 1,468.30	$ 272.68	$ 53,713.52
67	65	$ 4,321.00	$ 1,512.35	$ 280.87	$ 57,083.91
68	66	$ 4,450.63	$ 1,557.72	$ 289.29	$ 60,555.40
69	67	$ 4,584.15	$ 1,604.45	$ 297.97	$ 64,131.04
70	68	$ 4,721.68	$ 1,652.59	$ 306.91	$ 67,813.95
71	69	$ 4,863.33	$ 1,702.17	$ 316.12	$ 71,607.35
72	70	$ 5,009.23	$ 1,753.23	$ 325.60	$ 75,514.55
73	71	$ 5,159.51	$ 1,805.83	$ 335.37	$ 79,538.96
74	72	$ 5,314.29	$ 1,860.00	$ 345.43	$ 83,684.11
75	73	$ 5,473.72	$ 1,915.80	$ 355.79	$ 87,953.61
76	74	$ 5,637.93	$ 1,973.28	$ 366.47	$ 92,351.20
77	75	$ 5,807.07	$ 2,032.47	$ 377.46	$ 96,880.71
78	76	$ 5,981.28	$ 2,093.45	$ 388.78	$ 101,546.11
79	77	$ 6,160.72	$ 2,156.25	$ 400.45	$ 106,351.47
80	78	$ 6,345.54	$ 2,220.94	$ 412.46	$ 111,300.99

ALTERNATIVES

- TERM
- WHOLE LIFE NON-PARTICIPATING
- WHOLE LIFE PARTICIPATING
- UNIVERSAL LIFE
- VARIABLE LIFE

TABLE OF GUARANTEED VALUES
WHOLE LIFE POLICY
NONPARTICIPATING

TABLE OF GUARANTEED VALUES WHOLE LIFE POLICY NONPARTICIPATING

POLICY SPECIFICATIONS

INSURED:		AGE AND SEX:	39 MALE
EFFECTIVE DATE:	11/1/1995	POLICY NUMBER:	
PLAN:	WHOLE LIFE	AMOUNT OF INSURANCE:	$125,000
OWNER:	THE INSURED		

FORM		AMOUNT	EXPIRY DATE	PREMIUM	YEARS PAYABLE
8022	WHOLE LIFE POLICY	125,000		$125.72	LIFE
6360	INSURANCE RIDER	50,000	11/1/2005	$10.13	1
5094	PREMIUM WAIVER		11/1/2021	$6.15	26

TOTAL MONTHLY GOVERNMENT ALLOTMENT PREMIUM $142.00

TABLE OF GUARANTEED VALUES
WHOLE LIFE POLICY
NONPARTICIPATING

END OF POLICY YEAR	ATTAINED AGE OF INSURED	CASH VALUE	REDUCED PAID-UP INSURANCE
1	40	**$0.00**	$0
2	41	**$0.00**	$0
3	42	**$391.25**	$2,375
4	43	**$1,540.00**	$8,875
5	44	**$2,731.25**	$15,000
6	45	**$3,968.75**	$20,875
7	46	**$5,250.00**	$26,375
8	47	**$6,581.25**	$31,625
9	48	**$7,962.50**	$36,625
10	49	**$9,393.75**	$41,375
11	50	**$10,877.50**	$45,875
12	51	**$12,413.75**	$50,250
13	52	**$13,998.75**	$54,250
14	53	**$15,633.75**	$58,125
15	54	**$17.315.00**	$61,875
16	55	**$19,042.50**	$65,375
17	56	**$20,820.00**	$68,625
18	57	**$22,650.00**	$71,750
19	58	**$24,537.50**	$74,750
20	59	**$26,485.00**	$77,625
21	60	**$28,495.00**	$80,375
26	65	**$39,296.25**	$92,000

VARIABLE LIFE

Policy Year	EOY Age	Planned Premium	Net Outlay	Account Value	Net Surrender Value	Net Death Benefit
1	46	3,900	3,900	2,832	0	252,832
2	47	3,900	3,900	6,095	2,895	256,095
3	48	3,900	3,900	9,562	6,362	259,562
4	49	3,900	3,900	13,256	10,216	263,256
5	50	3,900	3,900	17,225	14,505	267,225
6	51	3,900	3,900	21,485	19,085	271,485
7	52	3,900	3,900	26,052	24,132	276,052
8	53	3,900	3,900	30,957	29,517	280,957
9	54	3,900	3,900	36,224	35,424	286,224
10	55	3,900	3,900	41,907	41,747	291,907
11	56	3,900	3,900	48,192	48,192	298,192
12	57	3,900	3,900	54,941	54,941	304,941
13	58	3,900	3,900	62,223	62,223	312,223
14	59	3,900	3,900	70,069	70,069	320,069
15	60	3,900	3,900	78,546	78,546	328,546

VARIABLE LIFE

Policy Year	EOY Age	Planned Premium	Net Outlay	Account Value	Net Surrender Value	Net Death Benefit
16	61	3,900	3,900	**87,752**	87,752	**337,752**
17	62	3,900	3,900	**97,662**	97,662	**347,662**
18	63	3,900	3,900	**108,361**	108,361	**358,361**
19	64	3,900	3,900	**119,867**	119,867	**369,867**
20	65	3,900	3,900	**132,278**	132,278	**382,278**
21	66	0	0	**141,734**	141,734	**391,734**
22	67	0	0	**151,873**	151,873	**401,873**
23	68	0	0	**162,787**	162,787	**412,787**
24	69	0	0	**174,542**	174,542	**424,542**
25	70	0	0	**187,156**	187,156	**437,156**
26	71	0	0	**200,189**	200,189	**450,189**
27	72	0	0	**214,068**	214,068	**464,068**
28	73	0	0	**228,847**	228,847	**478,847**
29	74	0	0	**244,577**	244,577	**494,577**
30	75	0	0	**261,299**	261,299	**511,299**

COST COMPARISONS

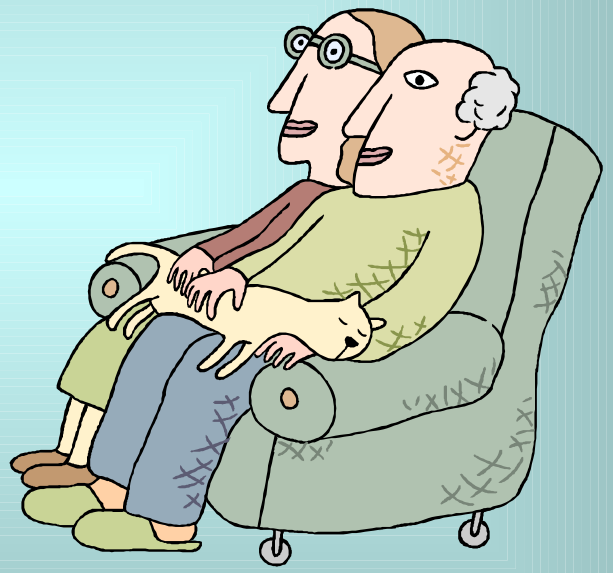
DEATH BENEFIT

$250,000.00

YEARS	CUMMULATIVE COSTS FOR VGLI / SBP	CUMMULATIVE COSTS FOR ALTERNATIVE PLAN	CUMMULATIVE VALUES FOR ALTERNATIVE PLAN
1	$2,719.00	$3,900.00	$2,832.00
5	$14,139.00	$19,500.00	$17,225.00
10	$32,764.00	$39,000.00	$41,907.00
15	$57,200.00	$58,500.00	$78,546.00
20	$89,339.00	$78,000.00	$132,278.00
25	$124,956.00	$78,000.00	$187,156.00
30	$183,654.00	$78,000.00	$261,299.00
TOTAL COSTS TO AGE 75	$183,654.00	$78,000.00	
TOTAL VALUES AT AGE 75	$0.00		$261,299.00

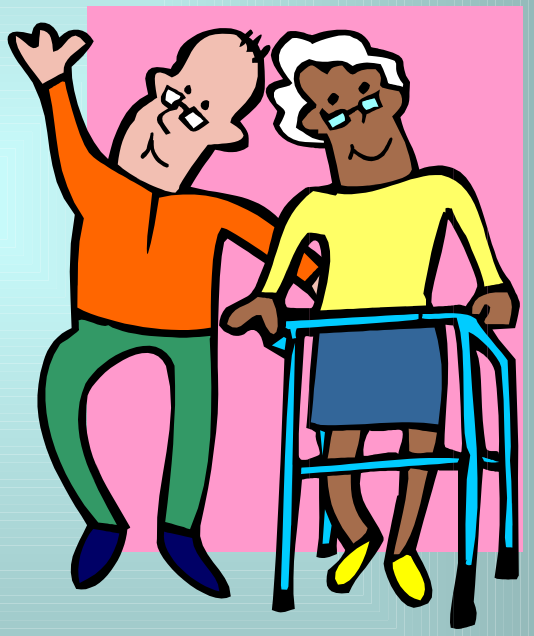
How Many People Are Over Age 100 Today?

- 1,000
- 5,000
- 10,000
- 15,000
- 65,000
- 105,000



How Many People Will Be Over The Age 100 In Year 2025?

- 50,000 to 100,000
- 100,000 to 150,000
- 250,000 to 500,000
- 750,000 to 1,250,000



SUMMARY

- LIVING LONGER
- ACTIVE DUTY BENEFITS
- OPTIONAL BENEFITS WILL COST YOU SIGNIFICANTLY MORE AT RETIREMENT
- ALTERNATIVES AT LOWER COST AND MORE FLEXIBILITY

UNITED STATES ARMY